

## **Manufacturing Stakeholder Meeting**

December 3, 2012

### **Notes on Potential Areas of Discussion/DOT Exercise**

#### **Business Assistance**

- Work between agencies to improve the messaging around business assistance programs. **(2 DOTS)**
- Build awareness of business assistance programs for manufacturers from cities, business associations, workforce investment boards and utilities. These programs include the Enterprise Zone Tax Benefits **(1 DOT)**
- Utilize the [www.mfgca.gov](http://www.mfgca.gov) website to promote northern California manufacturers and provide a directory of companies in the area
- Ensure clear points of contact for key organizations including cities
- Look for opportunities to access state Employment Panel Training funds for workforce training through collaboration with Manex
- Create a portal to provide access information/resources available to manufacturers.
- Create a messaging platform that works to improve the image of the manufacturing sector (make manufacturing cool)
- Create opportunities for manufacturers to communicate opportunities to make products in the U.S.

#### **Networking & Connections**

- Explore opportunities to create virtual networks between manufacturers and stakeholders **(1 DOT)**
- Provide access to demonstration opportunities to highlight companies and technologies, including opportunities for new technology demonstration on City buildings/fleet vehicles **(1 DOT)**
- Provide access to emerging technology companies/clients **(1 DOT)**
- Explore and highlight opportunities for public/private partnerships
- Leverage the Society of Mechanical Engineers to bring together manufacturers and stakeholders around key issues
- Support and promote incubator programs highlighting manufacturing
- Hold quarterly forums to bring together stakeholders and manufacturers

#### **Workforce/Training**

- Develop opportunities to work with community colleges and address the “middle zone” skills gap **(11 DOTS)**, including short term skill upgrades to address gaps **(1 DOT)** and build/broaden the pool of local realizable/prepared for mid-skill mid-wage job
- Provide access to cross training opportunities for technical and non-technical skills **(2 DOTS)**
- Create opportunities and programs to train the next generation of manufacturing workers **(1 DOT)**
- Develop, highlight and align re-training and skills upgrade programs for engineers in coordination with industry partners **(1 DOT)**

- Create opportunities to provide industry understanding to the workforce (**1 DOT**)
- Distribute concise information on EDD work share programs to manufacturers
- Work to create a long term sustainable workforce
- Create connections between universities and manufacturers to provide access to student interns

### **Space and Facilities**

- Cities need to work at speed to market by improving the speed and efficiency of local permitting processes (**2 DOTS**)
- Encourage the development and rehabilitation of more production manufacturing in the South Bay including finding ways to address the shortcomings of existing buildings including outdated infrastructure, telecommunications, and amenities
- Stop the transition of commercial real estate to residential
- Identify transitions in industry that affect physical building requirements (dock doors, ceiling heights, etc.)
- Ensure that newly constructed facilities provide maximum flexibility for manufacturing users
- Ensure close coordination between cities on new policies and a “one voice” approach.
- Work to avert layoffs from manufacturing companies and progress towards lean manufacturing through the Manex (NIST) Manufacturing Extension Program

### **Regional/State/Federal Policy**

- Create a broad consortium to advocate policy (cities, business, education, etc) (**8 DOTS**)
- Explore opportunities to create a California preference program (Made in California) at the State level – possibly including tax benefits for purchasers
- Promote effective business support programs at the State level including Capital Equipment Programs, Sales Tax rebates on manufacturing equipment, and property tax relief on manufacturing equipment
- Identify local funds for new technology startups
- Create an award for the most innovative product designed and built in CA (**1 DOT**)